

2016 ANNUAL REPORT

PROCUREMENT TECHNICAL ASSISTANCE CENTER



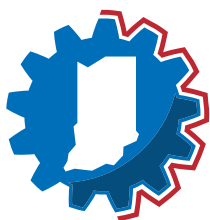
IDENTIFY
Opportunities



COMPETE
Smarter



WIN
Government Contracts



Indiana

PROCUREMENT TECHNICAL
ASSISTANCE CENTER



PROCUREMENT TECHNICAL ASSISTANCE CENTER

In 2016, Indiana unveiled a bold plan. Looking ahead, we laid a vision for Indiana to make available \$1 billion into Hoosier innovation and entrepreneurship over the next 10 years. Through Indiana's \$1 Billion Innovation and Entrepreneurship Initiative, the Office of Small Business and Entrepreneurship (OSBE) and its programs, including the Indiana Small Business Development Center (ISBDC) and Procurement Technical Assistance Center (PTAC), were integrated in to the Indiana Economic Development Corporation (IEDC).

This transformative change has allowed Indiana to create a one-stop shop of resources, experience, and information for entrepreneurs and job creators of all types, at all stages of growth and development, and in all business sectors. It is because of this vision and dedication to small business and entrepreneurship that the Small Business & Entrepreneurship Council ranks Indiana seventh in its list of the most entrepreneur-friendly states, along with also ranking Indiana's climate for entrepreneurship and small business growth seventh in the nation.

As we dedicate ourselves to the focus of supporting and propelling our state's small businesses, we do so with the same sense of innovation, agility, and tenacity as do the many Hoosier small businesses throughout our state. Our approach is not the status quo. By challenging assumptions and deliberately viewing the world from the shoes of our Hoosier entrepreneurs and small business owners, we are building the best possible ecosystem in Indiana to support small business growth.

As we embark on the future, we look forward to increasing the successful outcomes and building on the accomplishments of 2016. We are forging new relationships and partnerships while preserving and cultivating those with our existing stakeholders. Under the leadership of Governor Eric J. Holcomb, our work and commitment will ensure that Indiana plays a leading role in solving 21st century challenges and continues to be a state that works.

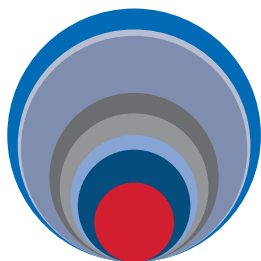
We not only celebrate the accomplishments of our small business and entrepreneurs, but look forward to their continued growth and success as well as those they inspire in years to come!

Jim Schellinger
Indiana Secretary of Commerce

Elaine Bedel
President,
Indiana Economic Development Corporation

**44** outreach events**125** contracts awarded**240** new clients**776** businesses consulted**1,024** long-term clients**2,329** counseling hours**\$8,969,950**
contracting dollars

20% Manufacturing/Production
17% Service Establishment
16% Professional Services/IT
9% Construction Concern
7% Research & Development
5% Transportation/Warehousing
4% Healthcare
2% Agriculture



26% Minority-Owned Business
23% Woman-Owned Business
21% Veteran-Owned Business

**TOP 5 EARNING PTAC CLIENTS**

1. Gravicom, LLC *Evansville*
2. Bosma Enterprises *Zionsville*
3. SBDB, Inc. *Leo*
4. Laketronics, Inc. *Cromwell*
5. Cornerstone Construction Group, LLC
Indianapolis

**Aaron J. Vigil-Martinez**

Senior Advisor for
Small Business and
Entrepreneurship

As we look back and reflect on last year's performance and celebrate the many milestones and achievements of not only our small businesses and entrepreneurs, but the small business efforts of the State of Indiana we do so knowing that there are many more challenges and opportunities that await us as well as milestones to achieve. The alignment of the state's small business resources with the economic development prowess of the state is a clear indication to the dedication and importance of the role that small business will play in the future of our state. Our efforts are focused on the advocacy, growth and sustainment of our state's small businesses, entrepreneurs and overall economic welfare. We are making sure that our network is well equipped with the knowledge, know-how, and expertise to assist Indiana small businesses of all types, in all sectors, and at all stages. I am so very excited, proud and blessed to be part of a dedicated network of individuals and efforts throughout the state whose sole mission is to foster the entrepreneurial, Hoosier spirit and contribute to a State that Works!

Indiana offers the **7TH best policy climate for entrepreneurship and small business growth** among the 50 states.

Indiana ranks **#7 on the SBE Council "Small Business Policy Index 2017."**

The most entrepreneur-friendly states under the "Small Business Policy Index 2017"

- | | |
|-----------------|-------------------|
| 1. Nevada | 6. Washington |
| 2. Texas | 7. INDIANA |
| 3. South Dakota | 8. Arizona |
| 4. Wyoming | 9. Alabama |
| 5. Florida | 10. Ohio |

For every dollar spent on the ISBDC Network,
\$25.74 was earned/returned in contract dollars awarded to small businesses.

CLIENT TESTIMONIALS

"Submitting your first SBIR/STTR can seem insurmountable, but thanks to Dr. Lisa Hoverman and PTAC, we were connected with the information and resources we needed to not only complete the process, but successfully receive funding."

Evan Rocheford, Nutramaize

"Thanks to your team for your overwhelming support of our local defense community and the Indiana defense community at large. We count on it and we value it."

Col. (RET Cmdr. 122nd Fight Wing) Dave Augustine, Stryke Industries

SBIR/STTR

31 outreach events
41% of PTAC Total

20 contracts awarded
14% of PTAC Total

85 new clients
26% of PTAC Total

149 businesses consulted
16% of PTAC Total

717 counseling hours
25% of PTAC Total

\$8,958,611
contracting dollars

\$8,108,611
amount of federal funding

\$850,000
amount of state match

TOP 5 EARNING SBIR CLIENTS

1. Techshot, Inc.	DoD
2. Phytoption, LLC	NSF
3. Sensorhound, LLC	NSF
4. SpeechVive, LLC	HHS
5. KinaSense, LLC	HHS, IN

For every dollar spent on the SBIR Program,
\$71 was earned/returned in SBIR dollars.





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OVERVIEW

The mission of the Indiana Procurement Technical Assistance Center (IN PTAC) is to enhance national defense and economic development in Indiana by helping Hoosier businesses compete for and win federal, state and local government contracts. IN PTAC's focus is counseling and education. No cost confidential counseling is offered to help companies sell products and services to the government.

The Indiana PTAC is here to serve you!

SUBCONTRACTING ASSISTANCE

Indiana PTAC staff will work with you to identify and target appropriate local, state and federal agencies, and develop marketing strategies. Our initial session will familiarize you with the Indiana PTAC's offerings, help you determine if you want to pursue government contracting and begin crafting a personalized government marketing strategy.

ONE-ON-ONE COUNSELING

The Indiana PTAC can help identify subcontracting opportunities with major prime contractors, particularly those located here in Indiana.

BID-MATCHING SERVICE

Indiana PTAC can automatically match your company's product and/or service with daily bid notices that show you exactly what the government is buying or planning to buy.

WORKSHOPS AND EVENTS

Indiana PTAC holds numerous training events and workshops throughout the year to help you better understand the contracting process. Please visit our website for a schedule of all upcoming events.

ASSISTANCE WITH CERTIFICATIONS AND REGISTRATIONS

Indiana PTAC can help you through the complex maze of registrations that are essential to doing business with the government. We can also assist in determining if you are eligible for any set-aside programs and assist in the certification process.

PROPOSAL PREPARATION

While Indiana PTAC will not write your proposal for you, we will assist you in understanding the solicitation and its requirements. We will review it as it evolves and offer recommendations to make it stronger and more accurate.



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IndianaPTAC.com